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## Expert Panel Meeting on Yellow Goods Leasing

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The objective of the Expert Panel Meeting is to examine the opportunities and challenges faced by finance companies and manufacturers in the Yellow Goods sector (with a focus on construction equipment) across Europe. In our discussions we will seek to understand how the interests of the finance sector, manufacturers and dealers can become better aligned and identify the changes which need to take place in order for this to happen.

The meeting will commence with a brief overview of the Yellow Goods market provided by Leaseurope and asset finance consultancy Invigors to set the scene. We will then move on to our discussion which will be chaired by Chris Boobyer, Partner at Invigors. At this stage we are seeking your feedback on the main opportunities and challenges that you would like to discuss. From our perspective the funding opportunities could include:

- New funding models
- Vendor programmes and captives
- Lending on new and used equipment
- Tailored finance products
- International customers leasing requirements
- Non-interest income opportunities
- Fleet management

The discussion will also address the numerous challenges impacting the Yellow Goods sector such as:

- Availability and sources of funding
- Providing geographic coverage (e.g. in small countries)
- Credit risks (this relates both to the end customer and distributors /dealer )
- Lease accounting (e.g. income recognition for captives)
- Legislation
- Green impacts
- Fraud
- Asset marking
- Telematics (and other new asset technologies with potential impact on finance)
- Remarketing

Once we have your feedback we will issue a full meeting agenda detailing the topics to be covered. It will be accompanied by the participants list.

The output from the meeting will provide a major contribution towards the special report that Leaseurope, in conjunction with Invigors, is compiling on this key sector.

Prior to publication of the report, participants of the Expert Panel and other stakeholders involved will have the opportunity to review and comment on its findings and conclusions.

We very much look forward to welcoming you to Leaseurope on 30<sup>th</sup> June and will be pleased to receive your feedback on the agenda in the meantime.